iSG Provider Lens®

Snowflake Ecosystem Partners

Assessing service providers that empower enterprises
in their Snowflake transformation journey

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Snowflake has emerged as a pivotal data platform in reshaping how enterprises store, process and activate data for analytics and AI. Its cloud-native architecture enables scalability, flexibility and cost efficiency, overcoming the shortcomings of traditional data warehouses. Snowflake allows enterprises to unify structured, semi-structured and unstructured data under a single governance and security model, simplifying complex data operations and enabling faster time to insight and AI-driven innovation.

The Snowflake ecosystem continues to expand, reflecting strong enterprise demand for partners (providers) that can modernize data estates and responsibly operationalize AI. Enterprises are seeking providers that demonstrate automation maturity, FinOps precision and governance depth, leveraging Snowflake-native capabilities such as Snowpark, Cortex AI and Native Apps to deliver measurable outcomes.
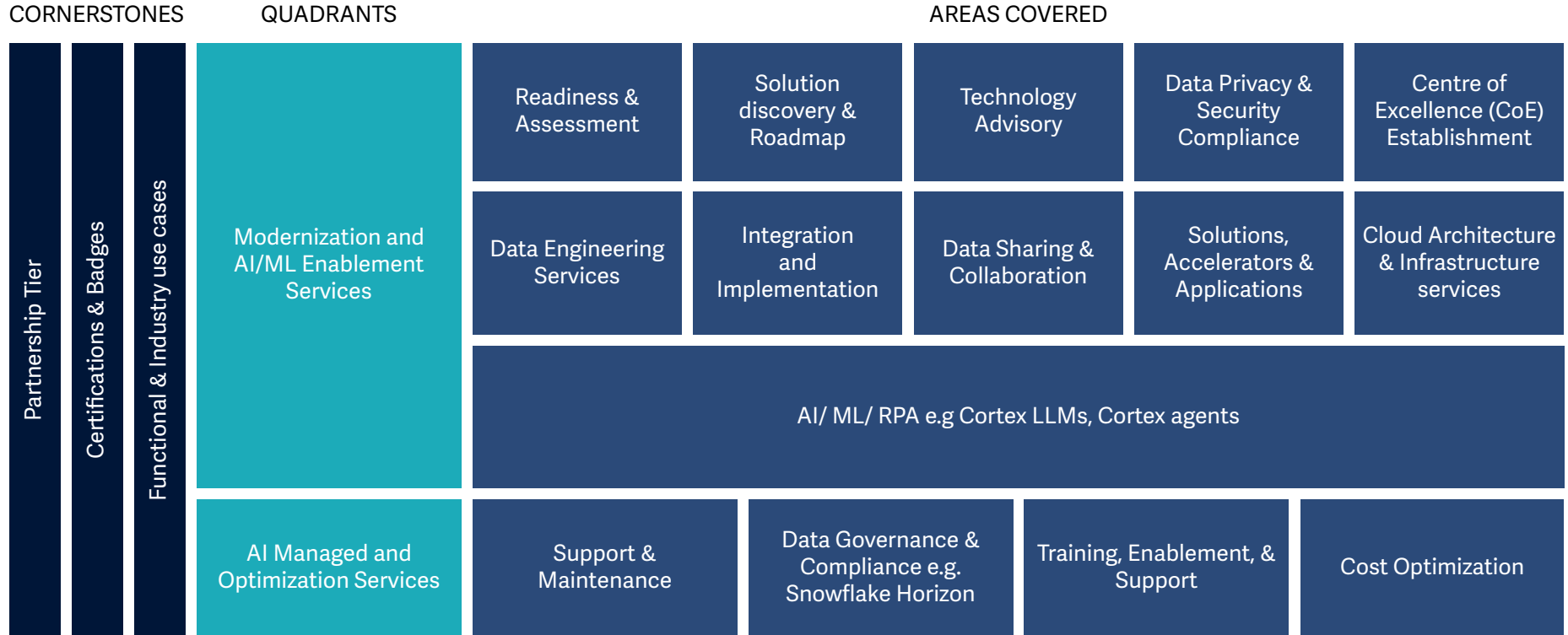
Providers' capabilities fall broadly into two quadrants:

- **Modernization and AI/ML Enablement Services**, encompassing architecture design, data engineering, governance and AI-driven solution development on Snowflake.
- **Managed AI and Data Optimization Services**, covering post-implementation management, automation-based monitoring, FinOps-led cost optimization and governance operations focused on security, compliance and observability.

ISG analyzes how providers are positioned in these two quadrants in the global market, based on their portfolio strength and market competitiveness. While many providers offer Snowflake-related services, this report will exclusively focus on the leading competitors within each studied quadrant.

Blueprint: Snowflake Ecosystem Partners 2026

CORNERSTONES **QUADRANTS** **AREAS COVERED**

Partnership Tier	Certifications & Badges	Functional & Industry use cases

Modernization and AI/ML Enablement Services	Readiness & Assessment	Solution discovery & Roadmap	Technology Advisory	Data Privacy & Security Compliance	Centre of Excellence (CoE) Establishment
	Data Engineering Services	Integration and Implementation	Data Sharing & Collaboration	Solutions, Accelerators & Applications	Cloud Architecture & Infrastructure services

AI/ ML/ RPA e.g Cortex LLMs, Cortex agents

AI Managed and Optimization Services	Support & Maintenance	Data Governance & Compliance e.g. Snowflake Horizon	Training, Enablement, & Support	Cost Optimization

This study evaluates providers' capabilities based on service portfolio and competitiveness within the **Snowflake ecosystem**.

Modernization and AI/ML Enablement Services

Managed Data and Optimization Services

Simplified Illustration Source: ISG 2025

The ISG Provider Lens® Snowflake Ecosystem Partners study offers the following to business and IT decision makers:

- Transparency on the strengths and weaknesses of relevant providers.
- A differentiated positioning of providers by segments on their competitive strengths and portfolio attractiveness.
- Focus on the global market.

Our study serves as an important decision-making basis for positioning, key relationships and go-to-market considerations. ISG advisors and enterprise clients also use information from these reports to evaluate their current provider relationships and potential engagements.

Modernization and AI/ML Enablement Services

Definition

This quadrant evaluates providers offering end-to-end strategy and advisory services, architecture design, migration and implementation services that enable enterprises to maximize value from their Snowflake investments. Providers combine data modernization initiatives with AI/ML enablement by integrating Snowflake-native features, such as Snowpark, Cortex AI and Iceberg Tables, to help clients transition from data readiness to AI operationalization.

Providers offer key services such as cloud and data modernization road map development, architecture design, ETL/ELT development, analytics and AI framework creation, multicloud and hybrid integration, and secure data-sharing environments. They also provide change management, governance and training to enhance enterprise data literacy, privacy and responsible AI adoption, positioning Snowflake as the foundation for scalable and governed data and AI transformation.

Eligibility Criteria

1. Offer **end-to-end Snowflake services** encompassing strategy, consulting, architecture design, migration planning and implementation

2. Specialize in **assessing enterprise data maturity, cloud readiness and designing Snowflake-aligned data architecture blueprints**

3. Demonstrate in-depth understanding and proficiency in Snowflake-native components such as Snowpark, Cortex AI, Iceberg Tables and Native Apps

4. Excel in **building ETL/ELT pipelines, data integration** and connecting Snowflake with diverse sources, including legacy and real-time systems

5. Have experience integrating Snowflake with Cloud platforms enable **scalable multicloud and hybrid architectures**

6. Specialize in developing **analytics frameworks, AI/ML workflows and industry-specific data solutions**

7. Showcase **ecosystem alignment and strategic partnerships, including preferred partner status or early access participation that demonstrate innovation maturity**

8. Employ **certified Snowflake professionals and provide referenceable client success stories** with measurable outcomes

9. Offer expertise in **implementing governance, privacy and risk management frameworks** within the Snowflake environment

Managed Data and Optimization Services

Definition

This quadrant evaluates providers offering ongoing management, monitoring and optimization services for Snowflake environments to ensure performance, reliability and cost efficiency at scale. Providers offer 24/7 operational support, automated monitoring and proactive incident resolution using AI-driven observability and predictive analytics capabilities.

Providers offer key services including workload optimization, query performance tuning, security and compliance management, and FinOps-based cost governance. They also provide continuous platform enhancements, version upgrades and integration support across multicloud ecosystems.

Other services include developing data governance policies and security best practices to ensure data integrity, confidentiality and compliance with regulations. Self-healing automation, data quality management and business continuity frameworks offered help enterprises maintain resilient, secure and cost-optimized Snowflake operations aligned with evolving business and AI workloads.

Eligibility Criteria

1. Offer **Snowflake-specific managed services**, encompassing performance monitoring and tuning, optimization, and backup and recovery

2. **Provide post-implementation support services**, including troubleshooting, performance optimization, upgrades and well-defined SLAs for **optimal uptime, response times and resolutions**

3. Specialize in managing Snowflake infrastructure across cloud platforms, including **resource scaling, cost optimization, FinOps, workload optimization and multicloud/hybrid architecture implementation**

4. Ensure data quality assurance within Snowflake by **monitoring, validating and improving data consistency and accuracy** for analytics

5. **Implement compliance frameworks**, including auditing and reporting for industry regulations

6. **Showcase data observability and data security capabilities**, including encryption, access controls and access monitoring

7. Specialize in **automating Snowflake operations**, including job scheduling, scaling and CI/CD management

8. Showcase Snowflake-specific **partnerships**, technical skills and certifications, including access to best practices for **setup, configuration and usage**

9. Offer **training and change management** and employ KPIs and ROI metrics to measure implementation success

As a part of this ISG Provider Lens® quadrant study, we are introducing the following two quadrants on Snowflake Ecosystem Partners 2026:

Quadrant	Global
Modernization and AI/ML Enablement Services	✔
Managed Data and Optimization Services	✔

The research phase falls in the period between November 2025 and December 2026, during which survey, evaluation, analysis and validation will take place. The results will be presented to the media in June 2026.

Milestones	Beginning	End
Survey Launch	November 25, 2025	
Survey Phase	December 1, 2025	February 18, 2026
Sneak Preview	April 2026	May 2026
Press Release & Publication	June 2026	

Please refer to the **ISG Provider Lens® 2026 research** agenda to view and download the list of other studies conducted by ISG Provider Lens®.

Access to Online Portal

You can view/download the questionnaire from here using the credentials you have already created or refer to instructions provided in the invitation email to generate a new password. We look forward to your participation!

Buyers Guide

ISG Software Research, formerly "Ventana Research," offers market insights by evaluating technology providers and products through its Buyers Guides. The findings are drawn from the research-based analysis of product and customer experience categories, ranking and rating software providers and products to help facilitate informed decision-making and selection processes for technology.

In the course of the Snowflake Ecosystem Partners IPL launch, we want to take advantage of the opportunity to draw your attention to related research and insights that ISG Research will publish in 2026. For more information, refer to the Buyers Guide research schedule.

Research Production Disclaimer:

ISG collects data for the purposes of conducting research and creating provider/vendor profiles. The profiles and supporting data are used by ISG advisors to make recommendations and inform their clients of the experience and qualifications of any applicable provider/vendor for outsourcing the work identified by clients. This data is collected as part of the ISG FutureSource™ process and the Candidate Provider Qualification (CPQ) process. ISG may choose to only utilize this collected data pertaining to certain countries or regions for the education and purposes of its advisors and not produce ISG Provider Lens® reports. These decisions will be made based on the level and completeness of the information received directly from providers/vendors and the availability of experienced analysts for those countries or regions. Submitted information may also be used for individual research projects or for briefing notes that will be written by the lead analysts.

ISG Star of Excellence™ — Call for nominations

The Star of Excellence™ is an independent recognition of excellent service delivery based on the Voice of the Customer concept. ISG has designed the Star of Excellence program to collect client feedback about service providers' success in demonstrating the highest standards of client service excellence and customer centricity.

The global survey is all about services that are associated with IPL studies. In consequence, all ISG Analysts are continuously provided with information on the customer experience of all relevant service providers. This information comes on top of existing first-hand advisor feedback that IPL leverages in its practitioner-led consulting approach.

Providers are invited to nominate their clients to participate. Once the nomination has been submitted, ISG sends out a mail confirmation to both sides. It is self-evident that ISG anonymizes all customer data and does not share it with third parties.

Our vision for the Star of Excellence is to become acknowledged as the leading industry recognition for client service excellence and serve as the benchmark for measuring client sentiments.

To ensure your selected clients complete the feedback for your nominated engagement, please use the "Nominate (for Providers)" section on the Star of Excellence™ website.

We have set up an email where you can direct any questions or provide comments. This email will be checked daily, please allow up to 24 hours for a reply.

Here is the email address:
star@cx.isg-one.com

ISG Star of Excellence

The ISG Provider Lens® 2025 – Snowflake Ecosystem Partners study analyzes the relevant software vendors/service providers in the global market, based on a multi-phased research and analysis process, and positions these providers based on the ISG Research methodology.

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The research and analysis presented in this study will include data from the ISG Provider Lens® program, ongoing ISG Research programs, interviews with ISG advisors, briefings with service providers and analysis of publicly available market information from multiple sources. ISG recognizes the time lapse and possible market developments between research and publishing, in terms of mergers and acquisitions, and acknowledges that those changes will not reflect in the reports for this study.

All revenue references are in U.S. dollars ($US) unless noted otherwise.

Contacts For This Study

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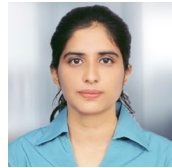Principal Analyst**

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ISG Provider Lens® Advisors Involvement Program

ISG Provider Lens® offers market assessments incorporating practitioner insights, reflecting regional focus and independent research. ISG ensures advisor involvement in each study to cover the appropriate market details aligned to the respective service lines/technology trends, service provider presence and enterprise context.

In each region, ISG has expert thought leaders and respected advisors who know the provider portfolios and offerings as well as enterprise requirements and market trends. On average, three consultant advisors participate as part of each study's quality and consistency review process. The consultant advisors ensure each study reflects ISG advisors' experience in the field, which complements the primary and secondary research the analysts conduct. ISG advisors participate in each study as part of the consultant advisors' group and contribute at different levels depending on their availability and expertise.

The consultant advisors:

- Help define and validate quadrants and questionnaires,

- Advise on service provider inclusion, participate in briefing calls,

- Give their perspectives on service provider ratings and review report drafts.

Invited Companies

If your company is listed on this page or you feel your company should be listed, please contact ISG to ensure we have the correct contact person(s) to actively participate in this research.

AHEAD	BlueCloud	Converge Technology Solutions	Grid Dynamics
7Rivers	Brillio*	DataArt	Hakkoda*
Accenture*	Brooklyn Data Company	Database Consulting	HCLTech*
adesso SE*	Capgemini*	Decision Minds	Hexaware*
Aimpoint Digital	CDW	Deloitte*	HTC Global Services
Altimetrik*	Cervello	DXC Technology*	Huron
Analytics8	CG Infinity	Encora	Impetus
Anblicks	CGI	EPAM Systems	Impetus*
APEX SYSTEMS	CitiusTech	evolv Consulting	In516ht
Archetype Consulting	CITTABASE	EXL	Infocepts
Atrium	Coastal	EY	Infocepts*
Billigence	Coforge*	Factspan	Infostrux
Birlasoft*	Cognizant*	Genpact*	Infosys*
BizAcuity	Concord USA	GlobalLogic	Innova Solutions
Blend360	Continuus	Grazitti Interactive*	Ippon Technologies

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KPI Partners	Ollion	Solution BI	ValueMomentum*
KPMG	Onesix	Sparq	Virtusa
LatentView Analytics	Orange Business	Spaulding Ridge*	Wipro*
LTIMindtree*	OSI Digital	Squadron Data	Xoriant
LumenData	Perficient*	Synechron*	Zensar Technologies
Marlabs	Persistent Systems	Systech	
Mastek*	phData*	TCS*	
Merkle	Presidio	Tech Mahindra*	
Mphasis*	Protiviti	TEKsystems	
Nagarro	Quantiphi*	The Bridge Consulting	
Ness USA	Rackspace Technology	Tiger Analytics*	
Neudesic (IBM)	SDG Group	Trace3	
Next Pathway	SEIDOR Analytics	Tredence	
Nortal	Sigmoid	Unify Consulting	

About Our Company & Research

ISG Provider Lens®

The ISG Provider Lens® Quadrant research series is the only service provider evaluation of its kind to combine empirical, data-driven research and market analysis with the real-world experience and observations of ISG's global advisory team. Enterprises will find a wealth of detailed data and market analysis to help guide their selection of appropriate sourcing partners.
ISG advisors use the reports to validate their own market knowledge and make recommendations to ISG's enterprise clients. The research currently covers providers offering their services across multiple geographies globally.

For more information about ISG Provider Lens® research, please visit this webpage.

ISG Research™

ISG Research™ provides subscription research, advisory consulting and executive event services focused on market trends and disruptive technologies driving change in business computing. ISG Research™ delivers guidance that helps businesses accelerate growth and create more value.

ISG offers research specifically about providers to state and local governments (including counties, cities) as well as higher education institutions. Visit: Public Sector.

For more information about ISG Research™ subscriptions, please email contact@isg-one.com, call +1.203.454.3900, or visit research.isg-one.com.

ISG

ISG (Information Services Group) (Nasdaq: III) is a leading global AI-centered technology research and advisory firm. A trusted partner to more than 900 clients, including 75 of the world's top 100 enterprises, ISG is a long-time leader in technology and business services sourcing that is now at the forefront of leveraging AI to help organizations achieve operational excellence and faster growth.

The firm, founded in 2006, is known for its proprietary market data, in-depth knowledge of provider ecosystems, and the expertise of its 1,600 professionals worldwide working together to help clients maximize the value of their technology investments.

For more information, visit isg-one.com.

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NOVEMBER, 2025

BROCHURE: SNOWFLAKE ECOSYSTEM PARTNERS